

## What plans have you put in place for when you die? Will your family be able to cope financially without you?

### FOOD FOR THOUGHT

**On average**, there is one death in New Zealand every 19 minutes.<sup>1</sup>

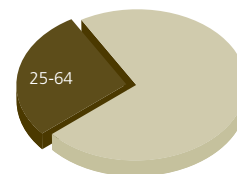
**Research shows** that heart disease, cancer and stroke are the three leading causes of death in New Zealand and together account for over 60% of all adult deaths in any given year. Respiratory diseases claim another 10% of those deaths. Motor vehicle accidents will cause another 3% of all deaths in a year with 80% of those being of teenagers and young adults.<sup>2</sup>

**Every 90 minutes**, a New Zealander dies from a heart attack (17 deaths a day).<sup>3</sup>

**In 2003**, there were 18,586 new cancer registrations and 8,027 cancer deaths in New Zealand.<sup>4</sup>

**Twenty-eight per cent of cancer-related deaths** were of people between the ages of 25 and 64.<sup>5</sup>

Cancer-related deaths



Sources:

- 1 Statistics New Zealand, New Zealand Lifetables, June 2007
- 2 Mortality and demographic data, NZ Health Information Service, 2004
- 3 National Heart Foundation of New Zealand, 2007
- 4 NZHIS Cancer: New registrations and deaths, 2003
- 5 Mortality and demographic data, NZ health information service, 2007

## LIFE COVER

### Are you taking the lead in your life?

We may like to think 'it will never happen to me' but we do die, sometimes prematurely, leaving family and loved ones behind. What plans have you made to ensure your family can survive without you?

### TotalCareMax Life Cover has built-in features...

Feature	How it works	Why it's important
Terminal Illness	Up to 100% of the Life Cover benefit is available if you are diagnosed as being terminally ill and likely to die within 12 months of the diagnosis. The Life Cover benefit is reduced by the amount of any terminal illness benefit paid.	The insured person is unlikely to be working and this means that there will be less household income.
Bereavement Support	This pays an immediate lump sum of \$10,000 upon Sovereign receiving notification of death. The Life Cover benefit payable is reduced by \$10,000 on payment of the Bereavement Support benefit.	This gives speedy access to a lump sum at a stressful time. The payment is often used to cover funeral costs, travel, accommodation and counselling.
Special Events Increase Facility	In certain situations, you can apply to increase your sum assured without having to provide further medical information.	Life-changing events often result in greater financial responsibilities. We make it easy for you to increase your cover when you: <ul style="list-style-type: none"> <li>• Move home and take out or increase a home loan</li> <li>• Have a child (by birth or legal adoption)</li> <li>• Get married or enter into a civil union</li> <li>• Become divorced/have a civil union dissolved</li> <li>• Become responsible for the full-time care of a close relative.</li> </ul>
Financial Advice	If Sovereign pays a claim under this Life Cover benefit, then we could reimburse the policy owner for fees up to \$1,500 including GST paid for financial advice received by the policy owner from a Sovereign-approved financial adviser. This is a one-off payment.	Where expert advice is needed, this benefit can provide a small sum to help fund the costs of obtaining professional advice.
Children's Funeral Benefit	If the insured's child dies as a result of an accidental injury within 90 days of the injury, we could pay a children's funeral benefit of \$2,000. The child must be between the ages of three and 10 years at the time of first suffering the injury. The adult's Life Cover benefit is reduced by the amount paid.	On the death of a child, this money is immediately available to assist with the cost of a funeral – one less expense to have to worry about at a stressful time.
Premium Rates Guaranteed	The underlying premium rates for Life Cover are guaranteed for one year or 10 years, to age 65, or to age 80, depending on the premium type selected.	If your cover doesn't change, your premiums will remain the same for the period you have selected. Even if there is a change in the underlying rate table, your premium will remain the same. Where you have chosen to increase the sum assured by CPI, the underlying premium rate will remain the same and any premium increase will relate to the increase in the sum assured.

### TotalCareMax Life Cover also has an add-on benefit...

Future Insurability	You are able to increase your Life Cover up to \$1 million, or twice the original life cover insured (whichever is less), during the term of your policy, without providing further evidence of your health. *Every increase in cover will require an increase in premium.	This can allow you to increase your cover as your personal circumstances change. The choice is yours.
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### WHAT IS IT?

**Life Cover** can provide a lump-sum payment when you die and is essential for those with family, business or other financial commitments.

### GOOD REASONS TO HAVE LIFE COVER

- MORTGAGE REPAYMENT**  
 If the unexpected happens, there will be more resources to help pay off your home loan, and safeguard your family's future.
- DAY-TO-DAY LIVING EXPENSES**  
 Those everyday bills might not seem too much of a burden, but they can really add up. Would your family be able to cover living expenses without you?
- RAISING CHILDREN**  
 The cost of raising a family is significant. Life Cover can help ensure that your kids have the schooling and upbringing you'd want for them, if you weren't around.
- PROTECT RETIREMENT SAVINGS**  
 In the event of death, there's a lump sum available, which means the nest egg planned for you, your partner and family isn't put in jeopardy.
- FUNERAL EXPENSES**  
 Your family will be safeguarded from the significant cost of a funeral and related expenses.

## There when you need us...

With Sovereign, you can be confident that we'll be there when you need us.

We pay out more in claims than any other life insurer, providing our customers with financial support in their times of need. Our claims history has earned us an 'A rating (Excellent)' from the leading worldwide rating agency for the insurance industry, A.M. Best.

We're dedicated to working closely with our customers to achieve the best possible outcome when the unexpected happens. Our philosophy on all claims is to make the process easy for you.

Our team of experienced claims and rehabilitation specialists is ready to assist should you need to make a claim.

## Sovereign – leaders in life

Sovereign has been a part of New Zealanders' lives since 1989, and today provides life and health insurance, home loan, investment and superannuation products to over 650,000 customers. One in 10 New Zealanders over the age of 15 has a relationship with Sovereign.

Our products are carefully designed to meet the specific needs of our many and varied customers, helping them to build or regain financial independence and freedom.

### We are:

- The country's leading life insurance company
- The country's largest non-bank home loan provider
- New Zealand's third-largest health insurance provider on the basis of premiums and memberships
- The sixth largest in the retail managed fund market, managing over \$1.3 billion.

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### Exclusions

A Life Cover benefit will not be payable where death or terminal illness of a life assured, whether sane or insane, occurs as a direct result of an intentional self-inflicted act within 13 months of the risk commencement date. This exclusion also applies to any subsequent benefit increase made by the policy owner.

Sovereign will not pay a Children's Funeral Benefit if death, directly or indirectly, arises from an injury caused by you, or the child's parents or guardian.

### Legal

Please note that conditions apply; please refer to the policy document.

All applications are subject to individual consideration. Special conditions, exclusions and premium loadings may apply to individual applications.

Sovereign Assurance Company Limited, the policy insurer, is part of the Commonwealth Bank of Australia Group and is a related company of ASB Bank Limited and its subsidiaries (the 'Banking Group'). Neither the Banking Group, the Commonwealth Bank of Australia, nor any of their directors, nor any other person, guarantees Sovereign Assurance Company Limited or its subsidiaries, nor any of the products issued by Sovereign Assurance Company Limited or its subsidiaries.



TotalCareMax  
**PERSONAL**

YOU AND YOUR FAMILY COVERED